



September 2010

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## Minority Business Enterprise Center Impacts Indiana Business Owners

Minority Business Development Agency (MBDA), a part of the U.S. Department of Commerce is an entrepreneurially focused organization committed to wealth creation in minority communities. The Agency's mission is to actively promote the growth and competitiveness of large, medium and small minority business enterprises (MBEs). In an effort to reach the agency's mission, several efforts have been initiated one of which, the establishment of Minority Business Enterprise Centers across the United States.

In 2007, under the leadership of Governor Mitch Daniels, the Indianapolis Minority Business Enterprise Center (MBEC) was established within the Indiana Department of Administration in an effort to mirror the MBDA's goal of creating and sustaining wealth in minority communities by growing Hoosier businesses.

Under the leadership of the cur-

rent Executive Director, Lloyd Tucker, the Minority Business Enterprise Center is impacting Hoosier minority-owned companies by providing solutions to the challenges of growing a business.

Tucker states, "The Indianapolis Minority Business Enterprise Center has and will continue to reach out to MBE clients to initiate, develop and strengthen relationships that can lead to strategic alliances and business expansion in developing markets.

Many services are currently being offered to MBEC clients such as strategic process and planning solutions, supply chain management, procurement as well as assistance with access to capital.

One client currently benefiting from the services of the Indianapolis Minority Business Enterprise Center is Ron Robinson, owner of LCP Transportation, LLC.



Lloyd Tucker, Executive Director  
Indianapolis MBEC

Located on the Northwest side of

Indianapolis, LCP Transportation, LLC is a proven provider of non-emergency transportation solutions. Established in 1998, LCP continues to be a valued partner with local MCOs and HMOs, providing efficient transportation management and customer service. The company strategically focuses on core disciplines such as Medicaid transportation, transportation brokering and utilization management reporting.

## Quote of the Month

"Learn from the past, set vivid, detailed goals for the future, and live in the only moment of time over which you have any control; now."

-Denis Waitley

## Indianapolis to host 24th Annual ACCA National Training Institute

Excitement is mounting in Indianapolis as we prepare to host the American Contract Compliance Association's (ACCA) 24th National Training Institute. Themed "Crossroads to Raising the Bar for Contract Compliance and Diversity" is geared to provide an excellent training experience. Join ACCA, in partnership with Morgan State University's Center for Continuing and Professional Studies, Baltimore, Maryland, in Indianapolis, Indiana from September 27 - October 2, 2010, at the Indianapolis Marriott Downtown.

A unique and comprehensive training opportunity for attendees to learn from local and nationally recognized experts in their respective fields. In addition to a structured classroom curriculum, it also provides networking and information exchange creating an optimum learning environment. Attendees successfully completing the program requirements, earn Continuing Education Credits (CEUs) toward their Certified Compliance Administrator (CCA) or Master Compliance Administrator (MCA). To register or for additional information, visit ACCA's host website link [www.mdwllc.com/ACCAnews.html](http://www.mdwllc.com/ACCAnews.html).

# Minority & Women's Business Enterprises Division Calendar of Events

## September 2010

- 13 Governor's Commission on Minority Affairs  
Indiana Government Center South  
402 W. Washington Street, Conference Room A  
Indianapolis, IN 46204  
Time: 1 p.m. - 3 p.m.  
Fee: Free, Registration: None required
- 15 Certification Workshop  
Where: Indiana Government Center South  
402 W. Washington Street, Conference Room 19  
Indianapolis, IN 46204  
Time: 1 p.m. - 3 p.m. (Local time)  
Fee: Free, Registration: None required

## October 2010

- 20 Certification Workshop  
Where: Indiana Government Center South  
402 W. Washington Street, Conference Room 19  
Indianapolis, IN 46204  
Time: 1 p.m. - 3 p.m. (Local time)  
Fee: Free, Registration: None required

## November 2010

- 17 Certification Workshop  
Where: Indiana Government Center South  
402 W. Washington Street, Conference Room 19  
Indianapolis, IN 46204  
Time: 1 p.m. - 3 p.m. (Local time)

(Continued from page 1)

## Indianapolis Minority Business Enterprise Center

Robinson states, "The thing that separates LCP from the rest of the competition is we are truly committed to the success of our clients. LCP has kept its client roster small, so that we could focus our resources on the clients that we have to ensure we provide the best customer service and efficient transportation solutions available.

"During a time when businesses are trying to win as many clients as possible the most important piece of advice I can offer is be prepared when the work comes, communicate and stay within your business expertise. Be transparent, consistent and develop procedures and follow them", says Robinson.

If you are interested in learning more about LCP Transportation, LLC, you can reach them at 317.263.0867 or [www.lcptransportation.com](http://www.lcptransportation.com).

To qualify for MBEC services, companies must have \$500K or more in annual revenues or be on track for rapid growth capable of generating significant employment and long-term economic growth. Client fees are pro-rated according to company size.

If you are interested in the services of the Indianapolis Minority Business Enterprise Center, contact them at 317.234.5223 or [ltucker@mbec.in.gov](mailto:ltucker@mbec.in.gov).



Ron Robinson, Owner  
LCP Transportation, LLC



**Minority Business Enterprise Center**

402 W. Washington Street  
Room W479  
Indianapolis, IN 46204  
Phone: 317.234.5223  
Fax: 317.233.6921  
Email: [ltucker@mbec.in.gov](mailto:ltucker@mbec.in.gov)  
Web: [www.in.gov/mbec](http://www.in.gov/mbec)

### Consultation Services Provided:

- Access to Contracts
- Assistance with Bank Loan Applications
- Venture Capital/Private Equity
- Private Investor Funding through Private Placement Memorandums (PPP)
- Strategic Process and Planning
- Accelerated Product/Service Sales
- Scale up and Commercialization Growth
- Outsourcing
- Contracting and Negotiation
- Metric Development

# Community Calendar

## September 2010

- 1 Certification Workshop  
Where: Public Safety Academy of Northeast Indiana  
7602 Patriot Crossing  
Fort Wayne, IN 46816-2520  
Time: 1 p.m. - 3 p.m. (Local time)  
Fee: Free, Registration: None required
- 21 - 22 2010 Southern District Business Opportunity Fair  
Hosted by: IMSDC  
The Centre, Evansville, IN  
For additional information on sponsorship opportunities  
contact 812.401.9525 or email [slittle@imsdc.org](mailto:slittle@imsdc.org).

## October 2010

- 18 MWBE Contracting Opportunity Event  
Hosted by: The City of Indianapolis  
Where: The Children's Museum  
3000 N. Meridian St., Indianapolis, IN 46208  
Time: 1:30 p.m. - 4:30 p.m. (Local time)  
Fee: Free, Registration: Call: 317.327.5262

## November 2010

- 16 HUSB Tools For Progress V - 2010  
Hosted by: HUSB Coordinators  
Where: Indiana Government Center South, Conference Center  
402 W. Washington St., Indianapolis, IN 46204  
Time: TBD  
For additional information visit: [www.husb.org/events.htm](http://www.husb.org/events.htm)

## State of Indiana Opportunities

For specific project details, or to view additional State of Indiana opportunities, visit the links provided below.

Indiana Department of Transportation Lettings ( <a href="http://www.in.gov/dot/div/contracts/letting/index.html">www.in.gov/dot/div/contracts/letting/index.html</a> )					
Letting Date	Contract Number	Type of Work Wanted		Location/Area	
9/22/2010	IB-33023-A Rescheduled to September 22, 2010	Bridge Deck Reconstruction		Lake County on SR 912 Over Conrail in East Chicago	
Indiana Department of Public Works ( <a href="http://www.in.gov/serv/dapw_bviewer">http://www.in.gov/serv/dapw_bviewer</a> )					
PWP#	Project Title	Bid Date (all bid times 1:31 PM)	DAPW Project Mgr	Docs Available From	Date Entered / Last Modified
E008160	Reclamation of AML Site #2078 - Terre Haute Airport in Vigo County/DNR	9/28/2010  1:31 PM	Marvin Ellis  (812) 665-2207	<a href="http://www.in.gov/dnr/reclamation/2477.htm">http://www.in.gov/dnr/reclamation/2477.htm</a>  (812) 665-2207	8/12/2010  8/12/2010
IGCS 0911-05	AHU-2 & 3 Replacement and AHU-18 thru 24 Upgrade at Indiana Government Center South in Indianapolis, IN	9/30/2010	Bryan Clark	Applied Engineering	8/20/2010

## State of Indiana Opportunities (cont.)

For specific project details, or to view additional State of Indiana opportunities, visit the links provided below.

Indiana Department of Administration Procurement ( <a href="http://www.in.gov/cgi-bin/idoa/cgi-bin/bidad.pl">http://www.in.gov/cgi-bin/idoa/cgi-bin/bidad.pl</a> )					
Procurement Method	Commodity/Service Description	Addendum	Date Entered	Open Date/Time	Buyer Name
RFP	Tobacco Program Evaluation Services RFP-11-4	1	7/19/2010	9/10/2010 3:00:00 PM	Molly Martin
RFP	Diagnostic and Evaluation Services RFP-11-8		8/6/2010	9/10/2010 3:00:00 PM	James Osborne
RFP	Evaluation Services for Enhancing Education Through Technology (EETT) RFP-11-7	0	8/16/2010	9/10/2010 3:00:00 PM	Frank Poole
RFS	Fraud and Abuse Detection Services RFS-11-9	2	8/3/2010	9/13/2010 3:00:00 PM	James Osborne
RFP	Marine Structural & Life Safety Consultant RFP-11-11	1	8/10/2010	9/14/2010 3:00:00 PM	Molly Martin
RFP	Office Equipment RFP-10-77	9	6/18/2010	9/15/2010 3:00:00 PM	Kacia Palmer
RFP	Short Term Offender Program RFP-10-99	9	6/28/2010	9/15/2010 3:00:00 PM	Teresa Deaton
NEGOTIATED BID	QPA for Poplin and Twill Fabric for Pen Products ASA-11-005		8/27/2010	9/16/2010 3:00:00 PM	Teresa Deaton
RFP	Online Professional Development RFP-11-13	0	8/19/2010	9/17/2010 3:00:00 PM	Frank Poole
NEGOTIATED BID	Limestone for Department of Natural Resources 300-40471	1	8/27/2010	9/17/2010 3:00:00 PM	Teresa Deaton
BID	Indiana State Fairgrounds Our Land Pavilion and the Pepsi Coliseum Re-roof Projects SF-10-ROOF		8/23/2010	9/23/2010 10:30:00 AM	Monica Smiley (State Fair)
RFI	Reading Modules for Indiana Parents and Volunteers RFI-11-4		8/30/2010	9/24/2010 4:00:00 PM	Andrew Conway

# Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises

Name	First Name	Last Name	City	St	App Status	Eff Date	App Type
Blackburn Architects, Inc.	Alpha	Blackburn	Indianapolis	IN	CERT	8/6/2010	MBE
Boshears Consulting, Inc.	Teresa	Boshears	Bedford	IN	CERT	8/6/2010	WBE
Elkhart Service company	Lora	Thompson	Elkhart	IN	CERT	8/6/2010	WBE
Home Energy Rating Services, Inc.	Elizabeth	Blasdel	Greensburg	IN	CERT	8/6/2010	WBE
J.P. Parker, LLC	Pamela	Parker	Franklin	IN	CERT	8/6/2010	WBE
Jennings & Associates LLC	Christopher	Jennings	Indianapolis	IN	CERT	8/6/2010	MBE
King's Trucking & Excavation, Inc	Linda	King	Seymour	IN	CERT	8/6/2010	WBE
PKS Construction Inc	Neeta	Pulliam	Indianapolis	IN	CERT	8/6/2010	MBE
PROFESSIONAL MAID SERVICES, LLC	Deann	Mitchell-Miller	INDIANAPOLIS	IN	CERT	8/6/2010	MBE
Paul I. Cripe., Inc.	Alex	Oak	Indianapolis	IN	CERT	8/6/2010	MBE
Planning Plus, LLC	Jan	Frazier	Indianapolis	IN	CERT	8/6/2010	WBE
Red Leaf Group, LLC	Carrie	Henderson	Indianapolis	IN	CERT	8/6/2010	WBE
Silversnap, Inc.	Carol	Saunders	Indianapolis	IN	CERT	8/6/2010	WBE
Taylor Bros. Construction Co., Inc.	Thomas	Harmon	Columbus	IN	CERT	8/6/2010	MBE
Young Trucking, Inc.	Karen	Young	Unionville	IN	CERT	8/6/2010	WBE
Youth J.A.M.	Vera	Mangrum	Anderson	IN	CERT	8/6/2010	MBE
boheme design inc	Shannon	Glassley	Indianapolis	IN	CERT	8/6/2010	WBE
Journey Trucking, Inc	Lisa	Shively	Fort Wayne	IN	CERT	8/9/2010	WBE
Arexco, Inc.	Donna	Roberts	Spencer	IN	CERT	8/10/2010	WBE
AFC International In	Pamela	Seneczko	DeMotte	IN	CERT	8/12/2010	WBE
Hawk Enterprises, Inc.	Johanna	Plank	Crown Point	IN	CERT	8/12/2010	WBE
NutriPledge, LLC	Shradha	Chaubey	West Lafayette	IN	CERT	8/12/2010	MBE
Quality Insurance Providers, Inc.	Lita	Filippo	Gary	IN	CERT	8/12/2010	WBE
Maura G. Robinson, Inc.	Maura	Robinson	Evansville	IN	CERT	8/14/2010	MBE
Roeing Corporation	Cecilia	Corcoran	Lafayette	IN	CERT	8/17/2010	WBE
Instructional Design Solutions	Daria	Vaughn	Indianapolis	IN	CERT	8/20/2010	MBE
Lanham & Sons Mechanical, Inc.	Lois	Lanham	Whiteland	IN	CERT	8/20/2010	WBE
Phone Pro, Inc.	Lisa	Raven	Indianapolis	IN	CERT	8/20/2010	WBE
Saunders-Saunders & Assoc. Inc.	John	Saunders	Indianapolis	IN	CERT	8/20/2010	MBE
Scepter Steel, Incorporated	Janet	Mitchell	Monrovia	IN	CERT	8/20/2010	WBE
Standard Coating Service Inc.	Arup	Das	Indianapolis	IN	CERT	8/20/2010	MBE
White Gloves Professional Cleaning Servi	Clifton	Booker	Indianapolis	IN	CERT	8/20/2010	MBE
Aztec Printing, Inc.	Joyce	Gumbrell	Evansville	IN	CERT	8/23/2010	WBE
Cimtech Inc.	Anne	Pfeiffer	New Albany	IN	CERT	8/23/2010	WBE
Continental, Inc.	Judith	Nagengast	Anderson	IN	CERT	8/23/2010	WBE
Coyle & Associates, Inc.	Elizabeth	Coyle	Clarksville	IN	CERT	8/23/2010	WBE
D. Massey Enterprises LLC	Virginia	Massey	Evansville	IN	CERT	8/23/2010	WBE
HLA Trucking, LLC	Howard	Amos	New Albany	IN	CERT	8/23/2010	MBE
HR Solutions, Inc.	Vicki	Hubiak	Evansville	IN	CERT	8/23/2010	WBE
MoveSmart, LLC	Mary	Oakes	Indianapolis	IN	CERT	8/23/2010	WBE
Precision Compounding Pharmacy Inc	Denise	Orwick	New Albany	IN	CERT	8/23/2010	WBE
Sceptre Mechanical, Inc.	Wanda	Toler	Rockport	IN	CERT	8/23/2010	WBE
Arab Termite & Pest Control, Inc.	Syed	Shah	Indianapolis	IN	CERT	8/27/2010	MBE
Aura Graphic Design, LLC	Keith	Barnett	Indianapolis	IN	CERT	8/27/2010	MBE
Brenner Design Incorporated	Diana	Brenner	Indianapolis	IN	CERT	8/27/2010	WBE
CEMEC DISTRIBUTION SYSTEMS LLP	Kelvin	Chishimba	INDIANAPOLIS	IN	CERT	8/27/2010	MBE
Construction Concepts, Inc.	James	Robinson	Indianapolis	IN	CERT	8/27/2010	MBE
Diamond Pest Control	Virgil	Yarbro, Jr.	Indianapolis	IN	CERT	8/27/2010	MBE
Eaton & Hancock Associates, Inc.	Dorothy	Hancock	Indianapolis	IN	CERT	8/27/2010	WBE
Essential Architectural Signs, Inc.	Cynthia	Hulen	Indianapolis	IN	CERT	8/27/2010	WBE
Information Systems Consultants, Inc.	Tyrone	Brown	Indianapolis	IN	CERT	8/27/2010	MBE

# Tools for Success: Is Your Character Speaking?



Terrie Daniel, MWBE Outreach Manager

As we begin to think about the upcoming new year (yes we are only 3 months away from 2011), it's almost second nature to take inventory of your business to look at what needs you may have in preparing for the next business year. But, have you taken inventory of the business and personal relationships you've established over the years? How important are they to you? What does your character say about you and ultimately your business? I was recently reading a story I would like to share with you about a teenage boy who reacted in way that could have really jeopardized his character and reputation. Don't let the decisions you make or your actions put in jeopardy what you have been building for years. Enjoy!

*The call was controversial - just as all really close calls in baseball are. Full speed the runner slid home and thinking he had just scored a game-altering run, he stood up only to face the words, "You're out!"*

*Now you know how it is when you've given your all to an effort and you stand up, only to hear the ump say, "You're out!" Just running for home when the play could be that close takes confidence and determination, not to mention a certain amount of competitiveness that doesn't just evaporate when you stand up. And it didn't with this teenager either.*

*Furious, he threw off his helmet and ran over to explain to the ump in no uncertain terms why the call was wrong, why the ump needed glasses, and why he was clearly home and nobody could miss that call so badly. Before his temper really got out of hand, someone pulled him away, and he walked to the bench - livid. Everyone saw his reaction to the ump and he was clearly very upset.*

*Long after the coaches, players, and fans had gone home, this typical teenage boy realized the impact of his decisions at home plate. Like most of us do when we are faced with the embarrassment of our actions, he could very well have made the logical next choice and just let it slide, reasoning: "Everybody does it." "The ump's probably heard that stuff a million times."*

*However, in the silence of his heart, this young man knew that just because everyone else does it, that doesn't make it all right. And so, long after his buddies had gone home, he tracked that ump back up to the school - not to vandalize his car and not to further harrangue him. No, this typical teenage boy tracked this man down so he could tell him face-to-face: "I'm sorry, Sir. I was wrong."*

*It takes true courage to stand up in the face of those everyday indiscretions we all make and say, "I was wrong. I'm sorry." What makes this apology even more unique is that it wasn't meant for the world to hear, it wasn't meant to make the apologizer look better in the eyes of anyone else. It was meant simply as a way to stay true to his own heart.*

Our truest actions are those that come from the heart - not what someone makes us do because it's the right thing but doing the thing because it's right. Our character defines us...who does your character say you are?

May you be prosperous and fulfilled in all you do!

source: [www.motivational-inspirational-corner.com](http://www.motivational-inspirational-corner.com)

## Congratulations on Your Certification! (cont.)

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises  
August 1, 2010 - August 31, 2010

Name	First Name	Last Name	City	St	App Status	Eff Date	App Type
M.D. Strum Housing Services, Inc.	M.	Strum	Indianapolis	IN	CERT	8/27/2010	MBE
Maria C. Larson Consulting	dMaria	Larson	Columbus	IN	CERT	8/27/2010	MBE
Montgomery Expediting Service, Inc.	Michael	Montgomery	Indianapolis	IN	CERT	8/27/2010	MBE
New Life Properties LLC	Amber	Costides	Greenwood	IN	CERT	8/27/2010	WBE
ParkSmart LLC	Andrea	Dietz	Indianapolis	IN	CERT	8/27/2010	MBE
RNTC LLC	Rosevelt	Colvin, III	Indpls	IN	CERT	8/27/2010	MBE
Row Printing Inc.	Sandy	Laycock	Avon	IN	CERT	8/27/2010	WBE
Summers Grading Service, LLC	Charlene	Summers	Sellersburg	IN	CERT	8/27/2010	WBE
Sweeties GT LLC	Tiffany	Colvin	Indpls	IN	CERT	8/27/2010	MBE

# Just for fun...

## Character Counts

I O Y R R O S R B A S E B A L L H E A E  
 B O W I X R Y R O T N E V N I E G B T G  
 S M G Y D E Z I D R A P O E J H A I F A  
 U A U W G S L C I C Q C C Q S F A N S R  
 O D Q J E X P R C D Y A M X K Z Z O H U  
 I P K C O N T R O V E R S I A L F N N O  
 R R E T C A R A H C Z E D P I V A O J C  
 U J D B D A I N A F W P H T R A C I R N  
 F K T L C C Y R G O J R M C J E T T T W  
 C O A C H E S E Z I G O L O P A I A R K  
 S P I H S N O I T A L E R W G S O T A U  
 S S E N E V I T I T E P M O C F N U E E  
 R J D U W G C A D Q Y E J J C S S P H M  
 T R W L P Y Y D C W W I S D O M P E M T  
 T Y M W H Y G S R E Y A L P H X S R H L  
 T R W N G N I R E T L A T R U E S T T C  
 O T K L P R K L M S E N I F E D H L S O  
 G U S P S I N D I S C R E T I O N S Z S  
 L H J G F B X G D Z L U M S T M O B Y S  
 V Z I I D M O T N E M S S A R R A B M E

Actions  
 Altering  
 Apologize  
 Baseball  
 Character  
 Coaches  
 Competitiveness  
 Controversial

Courage  
 Defines  
 Embarrassment  
 Fans  
 Furious  
 Heart  
 Indiscretions  
 Inventory

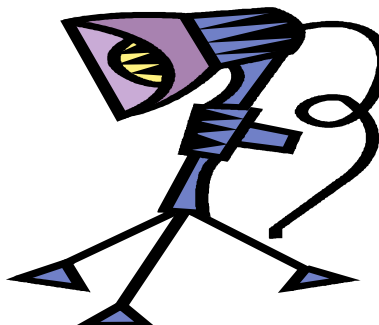
Jeopardized  
 Players  
 Relationships  
 Reputation  
 Sorry  
 Truest  
 Wisdom

# Business Spotlight Submissions

If your business is a State of Indiana Certified Minority- or Women-owned Enterprise and you would like us to consider featuring your company in the Business Spotlight section of *The Conduit*, please email your information to [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov).

Please use the following format in the subject line of your email: Business Spotlight Submission - *YOUR COMPANY NAME*.

1. A .jpg headshot or photo of the Certified MWBE at work.
2. About the Owner or President
3. What does your business do?
4. What have been some challenges you have faced as a business owner?



5. What benefits have you gained from being a State of Indiana Certified MWBE?
6. What separates your company from the competition?
7. Word of advice to other MWBE's

Please Note: All requested information must be included within your submission. Incomplete submissions will be automatically rejected.

Disclaimer: The Office of Minority and Women Owned Business Enterprises reserves the right to edit any content submitted for publication in *The Conduit*. The selection of the monthly business to be highlighted is the sole discretion of the Editor of *The Conduit*. The featured business will be notified by email prior to the publication being released.

## About *The Conduit*

*The Conduit* is a publication of the Indiana Department of Administration's Minority and Women's Business Enterprises Division. This eNewsletter provides the MBE and WBE communities with a forum through which to learn about Indiana certification and business development opportunities, contracting opportunities, workshops and networking events. For more information, contact us at: Indiana Department of Administration, Minority & Women's Business Enterprises Division, Indiana Government Center South, 402 W. Washington, St., Room W479, Indianapolis, IN 46204, Phone: 317.232.3061, FAX: 317.233.6921, Email: [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov), Web: <http://www.in.gov/idoa/2352.htm>.

Indiana Department of Administration  
 Minority & Women's Business Enterprises Division  
 Indiana Government Center South  
 402 W. Washington, St., Room W479  
 Indianapolis, IN 46204

